Automotive News

November 20, 1989

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Car loans lengthen in slack market

Some lenders give 84-month terms

By Philly Murtha
AUTOMOTIVE NEWS STAFF REPORTER

New-car loans and leases as long as 84 months, which started in Florida, are spreading to other parts of the country. The move is fueled by regional competition between lenders, steeper new-car prices and a slack sales climate.

At least three years ago, several major lenders in Florida offered 66-month terms in response to the marketplace.

And two years ago, trendsetting Florida banks began to specialize in 72- and 84-month luxury car loans on amounts over $15,000.

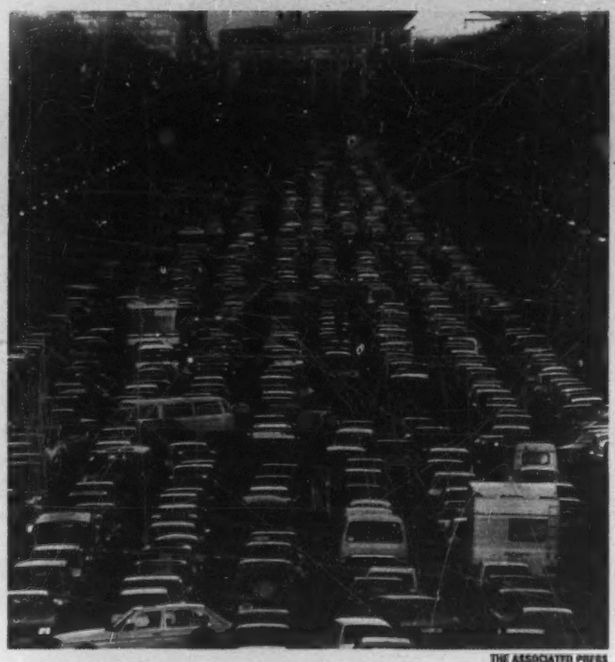
Banks in Kentucky, Indiana, New York Maryland and California told Automotive News that they have followed suit to stay competitive. Banks have 44.1 percent of outstanding auto paper, and finance companies hold 30.5 percent, according to the Federal Reserve Board.

The 66-month-plus terms are an extension of a longtime trend. Twenty years ago, the average finance company auto loan tracked by the Fed was just over 36 months. A decade later, it was 43.7 months. By the end of 1988, the average maturity was 56.2 months.

But extended term financing means car owners are out of the market longer. Most people trade in or sell a new car after 30 to 40 months, according to bankers and finance firm executives.

An owner of an average-priced new car with a 60-month loan has to make 51 monthly payments to

see LOANS, page 37



THE ASSOCIATED PRESS

A flood of East German cars mingles with Western vehicles near the Brandenburg Gate in West Berlin.

LOOKING EAST

Changes behind Iron Curtain may mean Western help for a stodgy auto industry

By Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTER

FRANKFURT, West Germany — The dramatic political changes in Eastern Europe are pulling the Iron Curtain back on an auto industry badly in need of help.

Eastern European carmakers are looking westward, but changes may be slow in coming.

Hidebound auto concerns are still beset by meddling central planners, difficulties in adjusting to freer market conditions and a range of options so limited by lack of hard currency that makers are forced into curious management decisions and wild flip-flopping that can exasperate potential Western partners.

Some key cooperation discussions have failed in recent months and others appear to have stalled.

Enthusiasm for low-priced exports to North America — rampant

see EAST, page 36

Car sales fall 23%; GM topples furthest

New incentives anticipated

By Charles M. Thomas, Mary Connelly and Philly Murtha
AUTOMOTIVE NEWS STAFF REPORTERS

The new-car sales slump is expected to trigger the next round of retail incentives this week.

Sales of U.S.-built cars dropped 23.08 percent in the first 10 days of November as consumers continued to hedge on spending. The 143,467 total was the lowest for any 10-day period since early January 1988.

Still, analysts aren't fretting. They expect sales to rise gradually in the weeks ahead.

General Motors' car sales dipped 29.11 percent against slides of 23.51 percent at Ford Motor Co. and 22.55 percent at Chrysler.

The Big 3 reported early November light-truck sales declines of 16.56 to 26.27 percent.

Pontiac last week notified its dealers that 1990 customer cash rebates or special low-finance-rate alternatives on 1990 models, and 1989-model dealer incentives will end Wednesday. Often, Pontiac is the bellwether for other GM divisions.

"An ending date for current programs was never announced," said a spokeswoman for Pontiac. "We will announce new programs Wednesday to keep our dealers competitive."

She said Pontiac will introduce some new incentive programs and some that are similar to existing programs.

Some analysts were surprised by the nosedive in sales, but they were quick to point out that the unusually high incentives in late summer stole sales from October and from November's first 10 days.

The result was that Big 3 car and light-truck sales in the opening 40 days of the 1990 model year were off nearly 17 percent from early 1989-model-year sales.

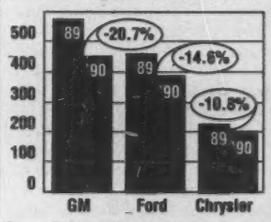
The slump in car sales and a slight dip in retail sales overall are signs of a weakening economy that could prod the Federal Reserve Board into lowering interest rates.

But it is doubtful if that alone would give car sales a jolt. A 1 percent decline in interest rates would mean a savings of only $60 annually on the financing of a $12,000 vehicle.

Meanwhile, automotive analyst Ronald Glantz of Montgomery Securities in San Francisco, places the blame for sagging auto sales squarely on GM.

40 days of trouble

Chart compares Big 3 unit sales for first 40 days of model years 1989 and 1990. Figures in thousands.



Source: Automotive News figures

AUTOMOTIVE NEWS / CHRISTINE BEEVER

"GM is responsible for 59 percent of the decline between the third quarter and Oct. 1 through Nov. 10," he said. "This is a payback for the third-quarter incentives."

Still, analysts expect domestic car and truck sales will balance out, averaging about a 6.5 million annual rate for the fourth quarter. That compares to a 7.9 million rate in the third quarter and a 7.4 million rate in the fourth quarter last year. On a calendar-year basis through October, U.S.-built cars were selling at a 7.3 million rate,

see SALES, page 37

Minivan planned off '94 Taurus platform

By Laura Clark
AUTOMOTIVE NEWS STAFF REPORTER

Ford Division will replace its rear-wheel-drive Aerostar minivan in the 1994 model year with a multipurpose vehicle based on the same platform as the next generation Taurus/Sable.

The vehicle, code named WIN88, will give Ford an entry into the booming front-wheel-drive minivan market now dominated by Chrysler Motors. General Motors introduced three fwd minivans this fall and Mazda's MPV has been a hot seller since its fall 1988 debut.

The WIN88 is expected to be more carlike than the Aerostar. Its styling, according to those close to the project, is similar to the Nissan/Mercury fwd minivan that will be built at Ford's Avon Lake, Ohio, truck plant beginning in the second quarter of 1992. But sources said the next generation Aerostar will be larger than the Nissan/Mercury minivan and will meet car safety standards.

Sources said the WIN88 was part of the PN38 flexible truck platform program but was switched to the next generation Taurus platform when PN38 was dismantled. PN38 was to provide the basis for all of Ford's truck platforms in the 1990s. Ford Automotive Group President Philip Benton told Automotive News in August that the PN38 has been modified due to cost and expected industry sales in the future.

Ford supplier sources said the replacement for the Aerostar will be built in Oakville, Ontario. The plant currently builds Ford Tempo and Mercury Topaz. The next generation Tempo/Topaz, code named CDW27, will be built in St. Louis. The Kansas City, Mo., plant, which also builds Tempo/Topaz, will become a truck plant under this plan.

Ford Division dealers have been anxious to have a fwd minivan since the Nissan/Mercury minivan project was announced last year. But divisional executives said a Ford Division version was not feasible because of limited capacity at Ford's Avon Lake, Ohio, plant.

The next-generation Econoline full-sized van, code named VN58, will debut in the 1992 model year and will be built alongside the Nissan/Mercury minivan at Avon Lake. The next Econoline will also be rwd. Like its predecessor, the VN58 will go through the final assembly process at Ford's Lorain, Ohio, assembly plant.

Talk from the Top

Exclusive interviews with six industry influentials in the special section following Page 20.

Lee Iacocca, Chrysler: "It's going to be a difficult year."

Roger Smith, GM: "We can have 15 million total vehicle sales next year."

Harold Poling, Ford: "We'll see a decline next year."

Ron Tonkin, NADA: "We'd be very fortunate to maintain a 14.5 million total sales year."

Owen Bieber, UAW: "We're going into a tough set of negotiations."

Samuel Skinner, DOT: "We have to make sure we don't over-regulate."

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Air-bag problems?
Al Slechter, Chrysler Motors' technical affairs director, said the automaker is investigating complaints that its air bags cause hand burns and facial abrasions when they inflate. Page 3.

Chrysler investigates air-bag face scuff and hand burns

By Diana T. Kurylko
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — Chrysler Motors is investigating complaints that its air bags cause hand burns and facial abrasions when they inflate.

Chrysler first learned of the problems in September, when passive restraints became mandatory in U.S. cars, said Al Slechter, federal technical affairs director for the automaker.

The facial abrasions, similar to a rug burn, can result from the force of the air bag striking the driver's face.

The hand burns have occurred when gases from the inflated air bag are vented onto the steering wheel and the driver's hands. At least one driver has suffered second-degree burns.

Chrysler may redesign the vents that allow hot gases to escape from the air bag, Slechter said.

"The (facial) abrasion is impossible to test for in the laboratory, Slechter said. "You're using a dummy and the 'skin' doesn't relate to human skin.

"It slaps some people in face, but it is not a thermal burn. There is no way in our design where hot gases from the bag could get to the face of the driver," Slecther said.

Safety experts at General Motors, Ford Motor Co. and Mercedes-Benz of North America acknowledged that their air bags have caused facial abrasions. But they said the skin irritations are a necessary trade-off for the potential life-saving benefits of air bags.

"It is a natural consequence of the bag, minor when you consider the alternative," a Mercedes spokesman said.

Injuries to the hands have been more severe than those to the face. As the driver makes contact with the inlated air bag, gas is forced out of the bag through a vent.

Vent locations vary by manufacturer. Slechter said the vents Chrysler uses are identical to those used by Mercedes-Benz, on the back side of the bag, facing the front of the car.

"It was our best guess to put the vents at the three and nine o'clock position to minimize the burning," Slechter said.

Slechter said GM vents are also at three and nine o'clock, and Ford's are at four and 10 o'clock.

A Mercedes spokesman said its current air bags have vents at two, four, eight and 10 o'clock.

Chrysler is considering moving one of the vents to a 12 o'clock position and may eliminate the other, Slechter said.

Even if the vents are relocated, it may be impossible to eliminate air-bag injuries, he said.

"We're concerned to the extent that we want to further optimize

see AIR BAGS, page 33

Damoose gets tough at Chrysler

By Arlena Sawyers and Dutch Mandel
AUTOMOTIVE NEWS STAFF REPORTERS

HIGHLAND PARK, Mich. — When the going gets tough, John B. Damoose gets tougher.

Declining car sales, fierce competition and a predicted recession are making times tough for the auto industry. So Chrysler Motors is taking tough measures.

Two weeks ago, Chrysler named Damoose, 43, the vice president of brand marketing in charge of customer-oriented marketing programs and maintaining brand identification in the marketplace. He was formerly Dodge car and truck division vice president.

A self-described "perfectionist to a fault," Damoose has a style of hands-on management and teamwork that involves every level of Chrysler's marketing department, its agencies and its dealers.

"I'm participative. I have a fairly healthy disregard for structure," said Damoose. "I work with the people at all levels of the organization, not because it's a modern, contemporary thing to do, but because that's my personality.

"I lead by example. I believe in teamwork wholeheartedly, with every fiber in my body. I believe you generate that by working right with the people who are doing the jobs."

Damoose is considered an aggressive, take-charge manager by his peers. He is credited with increasing sales and restoring dealer and customer confidence at Audi of America when it was faced with reports that its cars accelerated unexpectedly.

AUTOMOTIVE NEWS/JOE WILKSEN

Chrysler's John Damoose: "I lead by example. I believe in teamwork."

His latest appointment is a continuation of a fast-track career that started almost 20 years ago and spanned three automobile companies and one government agency.

Armed with a bachelor's degree in economics from the University of Michigan and a master's degree from Columbia University, Damoose went to work in the CIA's Office of Strategic Plans and Operations 1971. Two years later, he began his automotive career at Ford Motor Co. on Lincoln-Mercury's sales and marketing staff.

By 1981, Damoose was appointed marketing strategy manager at Ford North American auto-

see DAMOOSE, page 35

Computer valvetrain may hike power, mpg

By Arthur Flax
AUTOMOTIVE NEWS STAFF REPORTER

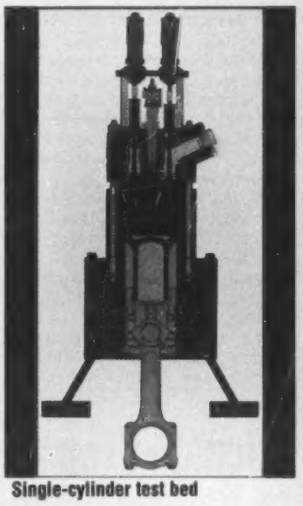
WASHINGTON — The auto industry is developing computer-controlled valvetrain systems that promise to deliver a combination of better performance, emissions control and fuel economy in a smaller engine package.

While this technology by itself may not allow automakers to comply with future rules governing fuel consumption and pollution, it could make a significant contribution by the second half of the 1990s. Development engineers predict the systems will provide a 10 percent improvement in fuel efficiency over engines now on the market and at least a 12 percent power boost.

Automakers could be testing the systems as early as next year. Yet a number of technological questions — including durability — need to be answered before mass production can take place.

Many of the systems under development do not use traditional camshafts to drive the valves but instead rely on electric, hydraulic or pneumatic actuators to control each valve individually.

see VALVE, page 33



Single-cylinder test bed

No bed of roses for Ford's new team

By Laura Clark
AUTOMOTIVE NEWS STAFF REPORTER

The four executives who will assume control of Ford Motor Co. on March 1 as the reconstituted office of the chief executive will face some of the toughest challenges that the company has faced since the early 1980s.

Despite its impressive market share gains and string of product home runs since 1985, Ford is grappling with huge cost overruns and delays on its new products and intense competition that has forced it to invest heavily into new technology. It also faces the challenge of successfully globalizing its automotive operations and wringing out new efficiencies.

Company insiders and industry analysts say the four members of Ford's new office of the chief executive — Harold "Red" Poling, Philip Benton, Allan Gilmour and Stanley Seneker — will be put to the test.

Poling, 64, now the company's vice chairman and chief operating officer, will take over as chairman and chief executive officer on March 1 replacing Donald Petersen, 63, who announced Nov. 10 that he will retire early.

Benton, 60, now president of the Ford automotive group, will become president and chief operating officer of Ford Motor Co. Gilmour, 55, now executive vice president of corporate staffs, will succeed Benton as head of the Ford automotive group. Seneker 58, will continue as executive vice president and chief financial officer.

Company insiders and automotive analysts say the profitability of Ford's domestic business will be under pressure the next three years. While Ford's non-U.S. automotive profits continue to soar, Ford's North American automotive operations lost $37 million in the third quarter of 1989 due to heavy

see FORD, page 35

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World Congress slates Bruce, Bieber, Curry, Bowler

DETROIT — William Bruce, vice president and general manager of Nissan Motor Corp. in U.S.A.'s Infiniti Division; Brian Bowler, president and chief executive officer at Porsche Cars North America; Jerry Curry, NHTSA administrator designate; and UAW President Owen Bieber will speak at the 1990 Automotive News World Congress.

Register for World Congress, Page E23

The 14th Automotive News World Congress, held in conjunction with the North American International Auto Show, will be held Sunday through Wednesday, Jan. 7-10, at the Westin Hotel in Detroit and is expected to draw industry leaders from around the world.

Bruce

Bowler

Curry

Bieber

Speakers are experts and executives from the manufacturing, supplier and dealer sectors of the automotive industry.

Bruce joined Nissan in 1982 as manager of national sales administration and manager of dealer planning and placement.

In 1983 he was named sales manager for the Norfolk region, and in 1985 he returned to California to become Los Angeles regional sales manager.

He remained in that position until January 1987, when he was appointed director of business planning. Later that year he was named general manager of Infiniti.

Prior to joining Nissan, he spent 13 years in sales and marketing with Ford Motor Co.

Bowler began his automotive career in 1967 at Volkswagen in Great Britain. After several promotions, he was named director of management services for dealer business and networking in 1972.

VW appointed him to its board of directors in 1973, and three years later he was promoted to director of sales and marketing for Audi and VW.

After a 34-year career in the U.S. Army, Curry retired in 1984 with the rank of major general. His military assignments included: commanding general of the Fifth Corps in West Germany; deputy assistant secretary of defense for public affairs; and commanding general of the U.S. Army Test and Evaluation command and White Sands missile range.

After retiring from the Army, Curry served as president of the National Perspective Institute, a public policy organization; president of the Freedom Council, a non-profit organization to encourage patriotism; and vice president of plans and programs for Systems Management American Corp.

Bieber joined the UAW in 1948 when he went to work at McInerney Spring and Wire Co. in Grand

see CONGRESS, page 35

OCTOBER TRUCK SALES BY MANUFACTURER AND SEGMENT

		14,000 & LESS GVW CLASS 1-3	14,001-16,000 GVW CLASS 4	16,001-19,500 GVW CLASS 5	19,501-26,000 GVW CLASS 6	26,001-33,000 GVW CLASS 7	33,001 & OVER GVW CLASS 8	TOTAL 1989	TOTAL 1988
CHRYSLER-PLYMOUTH	MO	12,867						12,867	16,575
	YR	155,402						155,402	177,550
DODGE	MO	44,638						44,638	40,334
	YR	462,482						462,482	470,538
JEEP	MO	18,578						18,578	22,435
	YR	214,237						214,237	209,114
TOYOTA	MO	17,189						17,189	18,160
	YR	190,404						190,404	210,043
NISSAN	MO	9,583						9,583	11,332
	YR	128,987						128,987	142,980
MAZDA	MO	5,861						5,861	6,122
	YR	68,635						68,635	81,136
ISUZU	MO	10,438						10,438	8,311
	YR	83,356						83,356	73,480
MITSUBISHI	MO	2,664						2,664	3,411
	YR	31,035						31,035	36,877
SUZUKI	MO	2,211						2,211	1,493
	YR	21,998						21,998	52,010
RANGE ROVER	MO	292						292	287
	YR	3,854						3,854	2,814
FORD	MO	103,694	1,641		614	3,089	907	109,945	121,823
	YR	1,179,641	20,949		8,652	28,485	12,353	1,250,080	1,292,752
FREIGHTLINER	MO						1,536	1,536	2,748
	YR						20,068	20,068	19,914
CHEVROLET	MO	88,466		16	721	633		89,836	116,495
	YR	1,126,037		201	5,738	7,254		1,141,230	1,135,207
GMC	MO	24,419		258	373	1,100		26,150	30,674
	YR	303,479		3,608	4,689	10,818		322,594	326,324
OLDSMOBILE	MO	310						310	
	YR	310						310	
PONTIAC	MO	859						859	
	YR	859						859	
KENWORTH	MO					36	1,858	1,894	1,494
	YR					337	15,308	15,645	14,072
MACK	MO				166	220	1,391	1,777	2,313
	YR				1,583	2,103	16,558	20,244	21,582
MERCEDES-BENZ	MO				50	104		154	214
	YR				691	1,044		1,735	2,537
NAVISTAR	MO		106	24	1,376	3,654	3,468	8,628	9,227
	YR		213	133	10,647	27,896	29,807	68,696	72,618
PETERBILT	MO					36	1,455	1,491	1,598
	YR					432	13,844	14,276	13,564
VOLVO/GM HEAVY	MO					73	1,613	1,686	1,666
	YR					824	13,761	14,585	13,893
HINO	MO	22		21	20	40		103	252
	YR	220		394	427	785		1,826	1,799
NISSAN DIESEL	MO	49		57	48	36		190	153
	YR	471		636	348	515		1,970	1,709
ISUZU TRUCK	MO	489	50	28	56	83		706	495
	YR	4,478	525	199	632	589		6,423	5,460
MITSUBISHI FUSO	MO	211		79	32	54		376	230
	YR	1,414		568	288	514		2,784	2,380
SCANIA	MO						9	9	10
	YR						101	101	132
IVECO TRUCKS	MO	130	34	14	26			204	447
	YR	1,151	417	224	146			1,938	2,340
WESTERN STAR	MO						106	106	108
	YR						1,206	1,206	1,216
OTHER DOMESTICS	MO				23		48	71	88
	YR				179	116	-664	959	765
GRAND TOTAL	MO	342,970	1,831	497	3,505	9,158	12,391	370,352	418,495
	YR	3,980,450	22,104	5,963	34,020	81,712	123,670	4,247,919	4,384,816
1988 YR to DATE		4,104,960	17,913	6,853	45,733	87,515	121,842		

NOTE: 1988 YTD includes 10 Subaru Brats; Class 1-3 sales data reported by individual manufacturers; Class 4-8 reported by Motor Vehicle Manufacturers Assoc.

The Freightliner/Heil Advanced Concept Truck was the center of attention at the SAE Truck and Bus Meeting and Exposition.

Concept truck is plea for higher weight rules

By Jack Keebler
AUTOMOTIVE NEWS STAFF REPORTER

CHARLOTTE, N.C. — Freightliner Corp., along with a consortium made up of Heil Co., Shell Oil Co., Rohm & Haas and Michelin Tire Co., built the perfect centerpiece for the SAE Truck and Bus Meeting and Exposition here.

The objective in creating the Freightliner/Heil Advanced Concept Truck was to create a showcase for current safety, productivity, aerodynamic, emissions and suspension technology.

Although safety and compatibility with the environment are high priorities for all truckmakers, the way that increased productivity is provided by this rolling leviathan is controversial.

The new tanker is designed to haul several tons more payload than federal standards allow. The Freightliner/Heil Advanced Concept Truck unit has a gross combination weight of 88,000 pounds. That means it can handle up to 10,200 gallons of gasoline — 1,200 gallons more than now permitted.

"The Advanced Concept Truck is a tool to persuade regulators to revise weight limits and bridge formulas to accommodate this improved vehicle concept," said Peter Wolsdorf, Freightliner senior vice president of engineering and technology.

Highway experts agree that higher axle loads increase pavement wear and especially rutting with the growing use of high-pressure tires that have a smaller contact patch.

The consortium said that despite its higher payload, the truck does less damage to highways and bridges because of three engineering tweaks:

- Lower-pressure Michelin radial tires.
- Individual axle loads are kept at or below federal limits.
- A low-rate (soft-ride) air-suspension system.

Those modifications are said to cushion dynamic-load impacts on pavement and bridge surfaces to minimize damage.

Some of the important safety features built into the truck-tractor combination include devices that enhance driver vision and electronic detection of other vehicles in what are normally big-truck blind spots.

A fiber-optic viewing device, developed by Poly Optical Products, lets the driver see the right front side of the tractor. The system's display, mounted in the cab's overhead console, shows a live picture similar to what would be provided by a videocamera.

A proximity warning system has been fitted to the tractor and the trailer. Dual infrared and ultrasonic sensors on the tractor's left and right side fairings and on the rear of the trailer detect objects within 10 feet of the truck. The driver is informed by a dash-mounted color-coded display and digital read-out alert. The small port window in the passenger's door also features a wide-angle Fresnel lens.

Improving the truck's ability to resist rollover was achieved primarily by lowering the center of gravity 11 inches and by using wider track axles — 102 inches compared with 96 inches.

The Heil tanker has structural changes that should help to make it more spill resistant. Sidewalls of the tank are 20 percent thicker than those on current production models. A special venting system prevents the release of small amounts of cargo liquid during a rollover. And deep side skirting provides additional impact protection.

Electronics play a part in providing additional safety and security. Freightliner's electronic control system monitors the anti-lock braking system, traction control, engine temperature and other vehicle systems.

Early in 1990, the Freightliner/Heil Advanced Concept Truck will undergo four months of tests on instrumented tracks to verify and analyze performance.

Mack completes T200 series

ALLENTOWN, Pa. — Mack Trucks has introduced two lightweight, heavy-duty transmissions to complete its conversion to a full line of T200 series transmission designs.

The new 13-speed T2130 and 18-speed T2180 are geared to all heavy-duty on- or off-road truck applications that require the flexibility of multiple-speed configurations.

They complement Mack's current selection of 5-, 6-, 7-, 8-, 9- and 10-speed T200 models. Both new transmissions have a "range and splitter" design. They feature an overall range of 19.59:1, with torque capacity ratings of 1,700 pounds-feet.

The 13-speed T2130 has a low gear ratio of 13.91:1 and an overgear ratio of 0.71:1, with gear steps of 18 percent in the top gears and 40 percent in the low gears.

The new 18-speed T2180 has the same low gear and overgear ratios as the T2130, with the addition of five intermediate low gears.

The average gear step through all 18 gears on the T2180 is 18 percent.

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Central Auto Exchange. 716-647-3000, Rochester. Growing auction selling 1000/mo. Will bend over backwards for yr business. Dealers Wed. Public auction Mondays.

Aycock Auto Auction. I95 & S. Bagley Rd., Kenly, NC 27542. Sale every Monday 11 AM. We service fleet & lease. Reconditioned facility. Kenneth Aycock, 919-284-4052.

Statesville Auto Auction, I77 & Hwy. 21, Exit 54, Statesville, N.C., (704) 876-1111 — Every Tuesday, 10:00 A.M. Body Shop-Recon & Transportation available.

Greensboro Auto Auction. 3802 Wendover, Greensboro, NC, 919-299-7777. Wed., 10 AM. Ford Mtr. Cr., Nissan Mtr. Accept., World Omni. Recon, Body Shop & Transp.

Wednesday Auto Auction. Exit 49 on I-270, Columbus, Ohio. Every Wednesday. Call: Area 614-497-2000.

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Tri-State Auto Auction, Exit 36 on I-75, Franklin, OH. Lease/Dealer sales every Tue., 11:30. Repo sale 1st & 3rd Sat. of ea. mo., 10:00. Recon/transpts. Call 513-746-4000.

Dealers Auto Auction of Oklahoma City, Box 75757, Oklahoma City, OK 73147. Sale every Thurs. 10 A.M. GMAC, Ford Motor Credit, Chrys. Credit weekly. 405-947-2886.

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Corry Auto Dealer Exchange, Route 6, P.O. Box 317, Corry, PA 16407. 814-664-7721. Every Thursday 12:30 sharp.

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Auto News Classifieds Get Results

Memphis Auto Auction, 2650 Mt. Moriah Rd, Memphis, Tenn. 38115. 901-794-7700. Every Tues., 11 AM; every Thurs., 7 PM; Salvage Sale, 1st & 3rd Weds., 9 AM.

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AUCTION DATES

Chrysler Motors

Nov. 21 — Omaha Auto Auction, Omaha, Neb.; Ark-La-Tex Auto Auction, Shreveport, La.; American Auto Auction, Walpole, Mass.; Arena Auto Auction, Chicago; Florida Auto Auction of Orlando, Ocoee, Fla.; Portland Auto Auction, Portland, Ore.; Riverside Auto Auction, Riverside, Calif.; Greensboro Auto Auction, Greensboro, N.C.; and San Antonio Auto Auction, San Antonio, Texas

Nov. 22 — Southwest Auto Auction, Chandler, Ariz.; Northway Exchange, Clifton Park, N.Y.; A.D.E. of Birmingham, Moody, Ala.; and Butler Auto Auction, Gibsonia, Pa.

Nov. 28 — Clanton's Auto Auction, Darlington, S.C.; Southern Auto Auction, East Windsor, Conn.; Hatfield Auto Auction, Hatfield, Pa.; Nashville Auto Auction, Nashville, Tenn.; South Seattle Auto Auction, Kent, Wash.; Golden Gate Auto Auction, Fremont, Calif.; and Dallas Auto Auction, Grand Prairie, Texas

Nov. 29 — Columbus Fair Auto Auction, Obetz, Ohio; Denver Auto Auction, Aurora, Colo.; and Minneapolis Auto Auction, Plymouth, Minn.

Nov. 30 — Indianapolis Auto Auction, Indianapolis; Big Sky Auto Auction, Billings, Mont.; Fredericksburg Auto Auction, Fredericksburg, Va.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Utah Auto Auction, West Bountiful, Utah; Amarillo Auto Auction, Amarillo, Texas; and Southern States Vehicle Auction of Atlanta, Newman, Ga.

Ford Motor Co.

Nov. 21 — A.D.E. of Birmingham, Moody, Ala.; Ohio Auto Auction, Grove City, Ohio; Bay Cities Auto Auction, Hayward, Calif.; and South Seattle Auto Auction, Kent, Wash.

Nov. 22 — Concord Auto Auction, Acton, Mass.; Denver Auto Auction, Aurora, Colo.; Aptco Auto Auction, Taylor, Mich.; Fort Worth Auto Auction, Fort Worth, Texas; Indianapolis Auto Auction, Indianapolis; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; and Greater Tampa Bay Auto Auction, Tampa, Fla.

Nov. 28 — Greater Chicago Auto Auction, Chicago, and Newburgh Auto Auction, Newburgh, N.Y.

Nov. 29 — Atlanta Auto Auction, Red Oak, Ga.; Baltimore-Washington Auto Exchange, Baltimore; Texas Hobby Auto Auction, Houston; and Southern California Auto Auction, Fontana, Calif.

Nov. 30 — Greensboro Auto Auction, Greensboro, N.C.; Interstate Auto Auction, Mercer, Pa.; Southwest Auto Auction, Chandler, Ariz.; and St. Louis Auto Auction, Bridgeton, Mo.

General Motors

Nov. 21 — Southern Auto Auction, East Windsor, Conn.; Dallas Auto Auction, Grand Prairie, Texas; and Fresno Auto Dealers Auction, Fresno, Calif.

Nov. 22 — Atlanta Auto Auction, Atlanta; Puget Auto Auction, Auburn, Wash.; Baltimore-Washington Auto Exchange, Baltimore; Clanton's Auto Auction, Darlington, S.C.; Mississippi Auto Auction, Hattiesburg, Miss.; and Omaha Auto Auction, Omaha.

Nov. 28 — A.D.E. of Birmingham, Moody, Ala.; National Auto Dealers Exchange, Bordentown, N.J.; and Florida Auto Auction of Orlando, Ocoee, Fla.

Nov. 29 — Indianapolis Auto Auction, Indianapolis; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Minneapolis Northstar Auto Auction, Shakopee, Minn.; and Statesville Auto Auction, Statesville, N.C.

Toyota

Nov. 28 — South Seattle Auto Auction, Kent, Wash., and Greater Chicago Auto Auction, Chicago

Nov. 29 — Aptco Auto Auction, Taylor, Mich., and Greater Tampa Bay Auto Auction, Tampa, Fla.

Model-year breakdown

Used car sales, auction averages

Year	1st half Sept.	1st half Oct.	1st half Nov.
1989	$10,724	$9,788	$9,635
1988	7,490	7,143	7,050
1987	5,808	5,677	5,678
1986	5,010	4,879	4,731
1985	4,091	3,984	3,930
1984	3,145	3,025	3,077
1983	2,382	2,373	2,360
1982	1,897	1,838	1,904
Overall Average	$5,563	$5,322	$5,231

Source: NADA Official Used Car Guide

Borg-Warner settles Muncie plant strike

DETROIT — Borg-Warner has settled a strike by UAW Local 287 that lasted nearly two months at its Muncie, Ind., plant. The strike threatened the supply of manual transmissions and four-wheel-drive transfer cases for General Motors and Ford Motor Co. cars and light trucks.

Borg-Warner settled the strike Oct. 28-29 when workers voted to accept a three-year contract running through Sept. 6, 1992, which resolved the key issue of health insurance. Workers agreed to a managed health care plan that includes second and third physician opinions on major medical issues. The Muncie plant had been on

Peugeot adds features, holds most '90 models until spring

By Jim Henry
AUTOMOTIVE NEWS STAFF REPORTER

NEW YORK — Peugeot adds passive seat belts to its 1990 lineup. The cars have some other new features and a new mix of optional and standard equipment.

One new model for 1990, the 405 Sportswagon, was introduced in August. Peugeot is holding back the 1990 versions of its carryover models until spring because of an oversupply of 1989s.

INTRO 1990

The 405 Sportswagon followed last year's U.S. introduction of three 405 sedans — the basic 405-DL, the better-appointed 405-S and the sporty 405-Mi16.

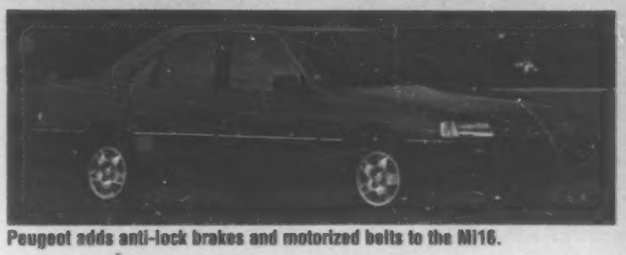
Peugeot Motors of America, based in Lyndhurst, N.J., also sells 505-series sedans and wagons, which were cosmetically freshened last year.

Peugeot is holding the line on pricing for models that are basically unchanged for 1990. Price hikes on other models range from just under 2 percent to about 6 percent.

On the 405-DL, Peugeot added a six-speaker stereo/cassette player with power antenna, motorized passive seat belts and a folding rear armrest with access to the trunk. Suggested retail price for the 405-DL is up about 6 percent, to $15,390.

The 405-S, which already had motorized seat belts, stays at $17,700.

Peugeot added anti-lock brakes and motorized belts to the Mi16. The sticker price rose about 6 percent, to $20,700.



Peugeot adds anti-lock brakes and motorized belts to the Mi16.

The 505 models get non-motorized passive belts.

The 505-S 2.2i sedan and the 505-S V-6 sedan each have a four-speed automatic transmission with lock-up torque converter for 1990. The automatic transmission had been a $650 option. The price of the 505-S V-6 sedan was hiked about 5 percent, to $21,435. The 505-S 2.2i is $19,945, about 3 percent above last year.

The 505-STX V-6 sedan, which had such standard features as anti-lock brakes and leather interior, has been dropped for 1990.

For 505 wagons, the 505-DL has risen about 6 percent, to $18,590. Increases have been held to about two percent or less on the eight-passenger 505-SW8 2.2i, $20,400; the 505 Turbo, $25,940; and the eight-passenger 505-SW8 Turbo, $26,100.

PEUGEOT FOR 1990

Model	Wheelbase (inches)	Length (inches)	Width (inches)	Height (inches)	Curb Weight (pounds)	Base engine	Drive type	Body styles
405 DL	105.1	177.7	67.6	55.4	2,460	1.9-liter I-4	fwd	4-dr.
405 DL	105.1	175.1	67.5	56.0	2,635	1.9-liter I-4	fwd	wagon
505 S 2.2i	108.0	191.4	67.7	57.0	2,998	2.2-liter I-4	rwd	4-dr.
505 DL/SW8	114.2	194.5	67.7	60.1	3,230	2.2-liter I-4	rwd	wagon

Transplant bite plays a part as import sales dip

By Jim Henry
AUTOMOTIVE NEWS STAFF REPORTER

NEW YORK — Imported-car sales fell 7.80 percent in October, as troubles continued for European importers and as Japanese manufacturers transferred more production to U.S. plants.

European imports declined 8.69 percent for the month compared to year-ago volume. Through October, they were down 12.31 percent.

Japanese import sales fell 5.29 percent last month and 2.52 percent for 10 months.

After about 10 weeks of sales, Toyota's Lexus Division had sold 7,970 cars, passing the 10-month totals of some European makes, such as Sterling and Peugeot.

October sales declined for two of its European rivals, BMW and Mercedes Benz.

BMW sales were off 13.91 percent, while sales of the flagship 7 series dropped 26.78 percent.

Mercedes-Benz sales declined 10.45 percent last month.

Among European volume leaders, Volvo posted its second month of declining sales, down 4.74 percent, after 11 consecutive months of improving numbers.

Volkswagen sales were off 10.14 percent for the month and 6.92 percent for the year.

Meanwhile, the rise in transplant capacity continued to affect sales of Japanese imports.

Imports of cars like the Toyota Corolla and Camry declined while more were produced in the United States.

Toyota's import sales were off 28.18 percent for the month. Toyota's 10-month import sales were 17.32 percent below last year's, but the company's combined sales were ahead of last year's.

SIZE CLASS SHARES
Domestic and Import
October 1989

	Total Sales	Pct. of Total
SUBCOMPACT	184,468	24.67
COMPACT	206,098	27.56
INTERMEDIATE	246,383	32.95
STANDARD	69,154	11.92
SPECIALITY	21,636	2.90
TOTAL	747,737	100.00

IMPORT CAR SALES BY MODEL

	Oct. 1989	Oct. 1988	10 Mos., 1989	10 Mos., 1988
ACURA	10,865	10,101	121,572	108,333
Integra	5,294	3,933	66,331	49,736
Legend	5,571	6,168	55,241	58,597
ALFA ROMEO	151	222	2,644	3,885
Milano	51	119	1,002	1,958
Spider	100	103	1,642	1,927
AUDI	2,114	1,947	17,984	20,282
4000	8	10	103	556
5000	37	190	341	7,107
80	366	450	3,830	5,097
90	309	581	3,933	5,353
V8 Quattro	134	0	626	0
Coupe Quattro	56	0	268	0
100/200	1,005	524	7,145	1,611
100/200 Quattro	199	182	1,738	558
BMW	5,391	6,262	55,278	59,548
3-Series	2,545	2,785	27,193	30,491
5-Series	1,759	1,895	18,568	14,076
635 CSi	99	141	1,323	1,612
7-Series	886	1,210	8,715	11,013
M3	87	102	868	1,453
M5	10	79	285	404
M6	5	50	346	499
CHEVROLET/GEO	7,258	6,852	98,811	101,316
Geo Storm/Spectrum	4,432	3,209	53,687	60,359
Geo Metro/Sprint	2,826	3,643	45,124	40,957
CHRYSLER MOTORS	9,117	10,191	90,361	110,043
Colt	6,018	5,592	51,226	69,705
Conquest	225	691	4,747	8,863
Medallion	83	1,571	3,819	12,731
Summit	1,292	704	17,308	1,979
Vista	1,096	1,633	11,509	16,765
TC	413	0	1,752	0
DAIHATSU	1,512	1,017	12,381	9,583
FORD Festiva	5,123	4,799	61,106	58,265
HONDA	24,538	23,972	209,965	211,893
Civic/CRX	5,029	5,096	52,793	84,856
Accord	17,163	13,032	117,896	84,057
Prelude	2,346	5,844	39,276	42,980
HYUNDAI	14,663	16,232	180,705	225,198
Excel	11,543	16,232	136,069	225,198
Sonata	3,120	0	24,636	0
ISUZU	604	1,539	15,167	21,399
I-Mark	539	1,257	10,805	14,655
Impulse	65	282	4,362	6,744
JAGUAR	1,507	1,849	15,389	16,762
XJ6	1,252	1,440	11,885	12,716
XJS	255	409	3,504	4,046
LEXUS	3,416	0	7,970	0
ES 250	1,001	0	2,116	0
LS 400	2,415	0	5,854	0
MASERATI	20	42	240	691
MAZDA	16,780	16,405	188,060	190,928
323	3,127	6,967	56,439	78,364
Protege	2,343	0	4,685	0
626	2,863	5,124	46,178	57,298
MX-6	26	13	2,165	7,527
Miata	3,145	0	16,670	0
929	1,348	1,849	18,783	22,473
RX-7	991	1,455	14,567	24,155
MPV	2,939	987	30,573	1,111
MERCEDES BENZ	5,974	6,671	62,304	70,576
190	1,096	791	12,003	14,530
300E 2.6/260E	437	405	4,292	5,572
300	1,996	1,876	18,602	17,949
300 SE	375	596	5,446	3,914
300SDL Turbo	0	1	2	90
300SEL	240	210	3,227	4,217
420SEL	777	712	6,054	7,136
560SEL	457	580	4,168	4,594
560SL	372	1,168	6,552	10,165
560SEC	144	158	1,291	1,314
Tourist	80	264	867	1,095
MERKUR	926	1,928	7,246	13,700
XR4Ti	158	858	3,853	4,914
Scorpio	768	1,070	3,393	8,786
MITSUBISHI	6,705	4,827	65,016	60,000
Starion	45	124	682	2,766
Cordia	17	229	382	5,349
Tredia	0	4	12	470
Mirage	3,432	790	20,148	10,541
Galant	2,546	1,536	27,663	11,137
Sigma	149	329	149	6,141
Precis	394	1,405	14,320	17,838
Van/Wagon	122	410	1,660	5,758
NISSAN	30,712	20,803	352,064	295,818
Sentra	7,687	5,832	104,942	115,260
Pulsar	950	1,752	21,235	40,083
Stanza	3,150	3,377	37,472	40,508
Axxess	1,063	0	7,186	0
Maxima	9,503	3,929	93,754	56,649
240SX/200SX	4,931	3,224	60,552	21,752
300ZX	2,275	1,300	22,876	17,340
Hawaii	1,153	1,389	4,047	4,226
PEUGEOT	426	582	5,188	5,676
PONTIAC LeMans	1,351	6,039	42,605	52,094
PORSCHE	688	1,033	8,020	13,493
924S	4	54	112	2,108
944	65	293	1,143	3,157
944S	91	50	442	422
944 Turbo	52	136	665	1,539
911 Coupe/Carrera 4/2	281	216	2,146	2,626
911 Turbo	32	73	1,006	918
911 Cabriolet/Speedster	84	101	1,808	1,556
928S	79	110	698	1,167
SAAB	2,357	2,843	28,627	32,702
900	439	485	5,740	5,632
900S	559	686	7,315	8,711
900 Turbo	684	684	7,683	7,938
9000S	223	328	2,380	3,031
9000 CD	197	0	2,635	0
9000 Turbo	243	643	2,621	6,682
Tourist	12	17	253	708
STERLING	510	600	5,054	8,093
SUBARU	8,747	15,194	119,922	131,614
Hatchback	112	329	2,481	4,671
3-Door	64	1,034	7,331	7,880
4-Door Sedan	238	4,031	26,975	27,973
Legacy	4,279	0	23,520	0
Loyale	1,038	0	9,716	0
XT/XT6	1,120	1,218	11,600	12,408
Station Wagon	107	6,672	19,652	56,513
Justy	1,789	1,910	18,647	22,169
SUZUKI	688	16	5,306	16
TOYOTA	41,508	57,797	418,046	505,625
Corolla	9,210	16,169	100,109	128,997
Tercel	8,530	11,318	82,433	82,121
Celica	5,407	5,096	47,808	56,034
Supra	781	1,486	12,982	16,568
Camry	9,345	19,580	112,840	176,690
Cressida	2,567	1,298	22,557	10,162
Land Cruiser	365	314	4,379	5,284
Van	406	399	3,962	4,525
4Runner SR 5	4,443	1,489	26,111	17,960
MR2	454	648	4,865	7,284
VOLKSWAGEN	11,355	12,637	116,012	124,637
Cabriolet	492	483	9,130	11,799
Corrado	316	0	826	0
Jetta	4,982	3,436	47,195	44,436
Golf/GTI	1,820	1,627	19,782	7,717
Vanagon	371	299	4,448	4,602
Quantum	12	230	920	2,638
Scirocco	8	314	862	3,241
Fox	3,354	6,268	32,849	50,204
VOLVO	7,607	8,080	88,504	84,769
240 Series	2,592	3,722	35,614	35,879
740 Series	3,476	3,631	39,776	36,100
760 Series	1,061	604	10,439	10,619
780	396	91	1,997	1,550
Tourist	172	32	678	611
YUGO	868	2,006	9,193	2,012
IMPORT TOTAL	223,571	242,486	2,390,739	2,585,041

Volkswagen has reported sales of U.S.-built Golf and GTI models as imports after June 30, 1988.

Compiled by Karen Dettkowski

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European sales climb resumes

October new-car deliveries rise 11% after September decline

By Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTER

WIESBADEN, West Germany — After a decline in September, West European new-car sales rebounded last month and remain on target for another record year.

Sales in October increased 11 percent to 1,116,000, according to industry estimates compiled by Automotive News.

Volume fell 3 percent the month before.

For the first 10 months, sales were up 4.5 percent to 11,526,300. Full-year sales in 17 Western European countries totaled a record 12.96 million units in 1988.

And there are signs of continuing optimism, even though a decline is widely forecast and long overdue.

"This year, we expect the European market will be approximately 13.4 million cars," said General Motors Europe President Robert Eaton. He addressed the International Symposium on Automotive Technology and Automation.

"We also expect to see the market continue to increase around 2.5-2.7 percent per year on a trend basis," Eaton said.

Sales in Europe's four major new-car markets increased during October — France by a whopping 20.8 percent because of a reduction in car taxes in September.

Volkswagen clung to first place as group sales — including VW, Audi and Seat brands — increased 11.1 percent for the month to 171,300.

Through the first 10 months, VW held 14.9 percent of the market with group sales of 1,712,400 units.

Second-place Fiat still expects to make a run for the sales leadership VW has claimed for the past four years.

The Italian giant, including the Fiat, Alfa Romeo, Lancia and Ferrari brands, rose 4.2 percent to 159,600 in October and was up 3.4 percent to 1,677,200 through 10 months.

Ten-month sales for third-place Peugeot S.A., including the Peugeot and Citroen brands, rose 5.2 percent over 1988 to 1,474,800, a 12.8 percent market share.

Ford followed at 11.8 percent on sales of 1,355,200 cars.

General Motors continued its surge in October. For 10 months, it climbed 10.2 percent to 1,286,300, the largest gain of any carmaker in Europe in 1989.

Buoyed by the strong French market in October, sixth-place Renault's 10-month sales were up 7.8 percent to 1,178,900.

Among national markets, West Germany was back on track in October after declining in September. The United Kingdom and Italian markets remained healthy.

EUROPEAN SALES

Manufacturer	10 Mos. 1989	1989 share*	10 mos. 1988	Volume Change '89 vs '88
VW-Audi-Seat	1,712,400	14.9	1,618,500	+ 5.8
Fiat Group**	1,677,200	14.6	1,621,700	+ 3.4
PSA***	1,474,800	12.8	1,402,100	+ 5.2
Ford	1,355,200	11.8	1,260,400	+ 7.5
General Motors****	1,286,300	11.2	1,167,400	+10.2
Renault	1,178,900	10.2	1,093,900	+ 7.8
Rover	364,400	3.2	394,500	– 7.6
Mercedes-Benz	362,000	3.1	381,300	– 5.0
Nissan	350,100	3.0	333,200	+ 5.1
BMW	328,800	2.9	305,100	+ 7.8
Toyota	295,300	2.6	306,000	– 3.5
Volvo	227,100	2.0	224,400	+ 1.2
Mazda	196,700	1.7	214,100	– 8.2
Mitsubishi	141,900	1.2	135,800	+ 4.5
Honda	118,500	1.0	122,700	– 3.4
Others	456,700	4.0	446,700	+ 2.2
Total	11,526,300	100.0	11,027,800	+ 4.5

*Doesn't add to 100 because of rounding
**Includes Alfa Romeo
***Peugeot, Citroen
****Opel, Vauxhall, Isuzu, GM-U.S. Canada

NEW-CAR SALES BY COUNTRY IN EUROPE

Country	10 mos., 1989	Percent gain/loss
West Germany	2,401,700	+ 1.3
United Kingdom	2,070,800	+ 4.9
Italy	1,991,800	+ 7.6
France	1,904,200	+ 8.7
Spain	923,400	+ 4.5
Netherlands	455,700	+ 2.3
Belgium-Luxembourg	421,700	+ 3.3
Switzerland	291,500	+ 5.6
Sweden	253,400	– 9.7
Austria	243,900	+ 9.4
Portugal	159,800	– 5.9
Finland	156,500	+ 3.2
Ireland	72,000	+26.0
Denmark	66,900	–12.6
Greece	66,100	+39.3
Norway	45,300	–23.9
Total	11,526,300	+ 4.5

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EAST

FROM PAGE 1

in the East two years ago — has largely subsided. At best, exports to the United States of such new products as the Soviet Union's Lada Samara and Moskvich Aleko and Czechoslovakia's Skoda Favorit are on the back burner.

But reform could create new opportunities for Western carmakers. Change is expected to stimulate economic aid from Western governments.

Besides joint-venture prospects, Western European makers could get cheap supply sources closer than the Far East and access to newly opened domestic markets integrated with Western Europe.

"Labor rates are more favorable in Eastern Europe," said Peter Cope, of Britain's Motor Industry Research Unit. "It may be a (source) at the base of the market. A number of manufacturers would like to explore this possibility. But quality problems would tend to restrict volume."

Eastern Europe also offers opportunities for suppliers, engineering consultants and designers. Bertone styled the new Skoda. British consultants International Automotive Design and Ricardo and Italy's IDEA are involved in new Soviet projects. Porsche's Weissach consultancy remains active, developing new engines for Lada and the Soviet Union's Oka minicar and probably a new Skoda engine.

As Mikhail Gorbachev singled out Soviet auto factories for structural changes, many here predict reformers in Poland, Hungary and East Germany will focus on cars.

"It would be unwise to do something simply because some interesting things have emerged in the last four weeks," said a European industry executive last week. "The situation is too unstable. And in East Germany, even the opposition parties say they don't want ventures coming in with foreign majority ownership."

And priorities are hard to gauge. Though auto exports are a main source of hard currency in the Soviet Union, Laszlo Kallay of the Institute of Industrial Economics in Budapest, said that other industries may get more attention. The reason: for better or worse Soviet auto plants still grind out cars, while other industries verge on collapse.

Still, automakers badly need attention. Isolated from global recessions, oil crises and Western competition at home, even their newest models are based on hand-me-down technology.

But Eastern countries have too few resources to modernize their industries. Ford Motor Co.'s talks with the Soviets for production of the Scorpio in Gorki collapsed earlier this year because, sources say, Ford would have had to wait several years for reimbursement of a $5 billion dollar outlay.

Automotive News has learned that talks Mercedes-Benz held with the Soviet Union about selling tooling for the 190 have also broken down for financial reasons.

Big licensing arrangements are still taking place in the East, but not all agree it is the right solution.

Kallay said the deal to produce 50,000 Suzukis under license in Hungary would hurt the local auto industry. He said Suzuki would exact high royalties with low investments and lock the Hungarians into a dependence that would preclude integration with the Western European auto industry.

With reform, new competition among Eastern European nations may grow. Some doubt whether older auto industries in the Soviet Union and Czechoslovakia can hold their advantage if political upheaval quickens economic change in East Germany, Poland and Hungary.

East Germany, which produces the most outdated passenger cars in the world, could become competitive relatively quickly with West German help, said Cope.

East Germany's auto planners are concentrating on new engines derived from a licensing agreement with Volkswagen and have no firm plans to replace the Wartburg and the plastic-bodied Trabant. The suddenness of political change could jump-start the car industry there, but few think anything will happen quickly in Eastern Europe.

"It is not a question of politics, it is a question of economics," said Jindrich Nevrla, head of passenger cars at Skoda. "Everyone sees our needs. The question is how to pay for it."

"There will be no short-term direct effect," added Kallay, who recently co-authored the Economist Intelligence Unit's exhaustive study on the subject. Significant change, he said, will require at least one investment cycle.

Still, there are already signs of the impact of political changes. The new Polish government has reversed a decision made by the previous leadership last January to build a Fiat-designed minicar at both its auto plants instead of one as originally planned.

Retreating to the original decision is viewed by many as a rational move. But the sudden shifts in Poland — including bringing Daihatsu back into the bidding process after it had been beaten out by Fiat last year — has apparently irritated both competitors.

The Soviet Union began reforming its motor industry under Gorbachev in 1985, giving individual factories profit incentives and freeing them fron central planning.

Vadim E. Spirin, deputy chief of the technology department for the Soviet Ministry of Automobile and Agricultural Machine-Building, said the Soviet Union plans to increase auto production from 1.2 million cars to 2.3 million by the mid-1990s. The increase would be achieved primarily at a new plant in Jelabuga producing the Oka.

The Soviets' priority is a plan to turn out 900,000 cars annually at Jelabuga by the mid-1990s.

But the plans are still in flux. Spirin said an engineering faction backs a separate plan to produce only 600,000 at Jelabuga and another 300,000 in another city.

Fiat is known to be negotiating a deal to supply equipment for production of 300,000 Okas annually. VW, Suzuki and Mitsubishi also have talked to the Soviets about Oka production.

The Lada plant in Togliatti already is building a few units of a two-cylinder Oka.

Spirin said plant directors now report directly to auto industry minister Nicolai Pugin, who has been portrayed by many colleagues as a dynamic leader of Soviet auto industry restructuring since taking charge under Gorbachev. But Kallay said that while men like Pugin are zealous, their efforts are offset by bureaucracy.

Spirin said suppliers with output once managed in Moscow can now make their own deals — to the detriment of final assembly plants. "Suddenly the supplier factories are dictators," he said.

Czechoslovakia has Eastern Europe's best automaking heritage. Skoda was once an important European producer.

"The Czechs are maybe the ones to watch," said Cope. "They have quality problems, but are selling reasonably well in the West. They have the greatest tradition and history, but the country still has to go through the reform process."

Skoda introduced the Favorit subcompact in Western markets early this year. It will reach an important milestone next year by increasing production of its old rear-engine S-series model. Favorit production will rise from 100,000 to 180,000 as planned, Nevrla said.

But Skoda's top managers are unhappy with a decision just imposed by central planners. Czech sources say Skoda will not license engine technology from a Western or Japanese maker for the Favorit.

Instead, Automotive News has learned, Porsche will likely assist Skoda in the development of its own engine, which Skoda insiders say will take four years. Under a licensing agreement, the engine could have been ready in two years.

But Kallay said Eastern Europe must stop importing technology and trying to sell obsolete products. He said parts manufacturers in the vertically structured Eastern European auto industries cannot easily adopt to free market conditions.

East Europe car plants

Source: Automotive Industry Data and Economist Intelligence Unit

AUTOMOTIVE NEWS / CHRISTINE BEYER, CAROL A. GOSSMAN

EAST EUROPE CAR PLANTS

	Company/location	Principal products	Maximum capacity
1.	VAZ Togliatti, Soviet Union	Lada, Samara, Niva 4wd	800,000
2.	AZLK Moscow, Soviet Union	Moskvich, Aleko	180,000
3.	ZAZ Zaporozhe, Soviet Union	ZAZ968, Tavria	200,000
4.	GAZ Gorki, Soviet Union	Volga	100,000
5.	Jelabuga, Soviet Union	Oka (planned)	—
6.	FSO Warsaw, Poland	Polski Fiat, Fiat 126	100,000
7.	FSM Bielsko-Biala, Poland	Polonez	250,000
8.	AZNP Mlada Boleslav, Czechoslovakia	Skoda Favorit, Estelle, Rapid	180,000
9.	VEB Sachsenring Automobile Works Zwickau, East Germany	Trabant	140,000
10.	VEB Automobile Works Eisenach, East Germany	Wartburg	77,000
11.	Motor Car Enterprise Pitesti, Romania	Dacia	90,000
12.	Oltcit Craiova, Romania	Oltcit	150,000
13.	Zavodi Crvena Zastava Kragujevac, Yugoslavia	Yugo	210,000

"It is not a question of politics, it is a question of economics. Everyone sees our needs. The question is how to pay for it."

JINDRICH NEVRLA
Skoda

What East Germans drive

East German drivers are crossing the West German border as tourists or refugees in their domestic cars — the Wartburg, built in Eisenach, and the Trabant, built in Zwickau.

Trabants are plastic-bodied four-seaters. Power comes from a two-cylinder, two-stroke engine that develops 25 horsepower, a top speed of 62 mph and fuel economy of about 34 mpg. The Trabant has rack-and-pinion steering, drum brakes on all wheels, and comes in 2-door, convertible and station wagon versions.

Medium-sized Wartburgs are skinned in steel. They are built as a 4-door sedan seating 5 and as a station wagon for 7. A Volkswagen-supplied 1.3-liter I-4 engine develops 57 horsepower, a top speed of 84 mph and fuel economy of about 36 mpg. It has rack-and-pinion steering and front wheel disk brakes.

With a full tank of gas, Wartburg drivers have a range of 418 miles, enough to drive from West Berlin to Vienna. Trabant drivers would almost reach Cologne, after 235 miles.

EAST GERMAN MODELS FOR 1990

Model	Wheelbase (inches)	Length (inches)	Width (inches)	Height (inches)	Curb Weight (pounds)	Base engine	Drive type	Body styles
Trabant	79.5	138.2	59.3	56.7	1,354	0.6-liter I-2	fwd	2-dr., convert, sta. wag.
Wartburg	96.5	166.1	64.6	58.9	1,982	1.3-liter I-4	fwd	4-dr., sta. wag.

Suzuki, Hungary talks for car venture near completion

By Mary Ann Maskery
AUTOMOTIVE NEWS STAFF REPORTER

TOKYO — As Berliners danced on the wall, Suzuki Motor Co. President Osamu Suzuki was flying back from what appears to have been a highly successful visit to Eastern Europe.

After four years of unproductive talks to set up a joint venture for passenger-car production in Hungary, Suzuki returned with a deal that insiders say is nearly complete.

At the same time, Daihatsu and its trading partner colleagues will visit Poland around Dec. 10 to resume their automotive talks, emphasizing a movement by smaller Japanese car companies into Eastern Europe while their larger competitors establish production beachheads in Western Europe.

The Suzuki deal is by no means complete.

Peter Gador, first commercial secretary at the Hungarian Embassy in Tokyo, said no single company can be Suzuki's sole partner. The talks have involved 19 automotive and parts companies and banking and investment corporations in Hungary.

Gador also said the government, which apparently is seeking loans from international banks, will bow out once the venture is running.

"If we want a market economy, we must act accordingly," he said.

The Suzuki project would be one of the biggest Japanese investments in Eastern Europe, Gador said. Initial production volume may be fewer than 50,000 Cultus models a year.

Daihatsu's long-term efforts to set up a joint venture in Poland failed earlier but have now returned to phase one. The parties have agreed to start talking again, according to Eugeniusz Olczak, commercial attache at the Polish Embassy in Tokyo.

Daihatsu, as part of a consortium, has said repeatedly that some kind of Polish government assurance of financial backing is needed to make the operation feasible. Poland is deeply in debt, and is negotiating to restructure it.

Japan is expected to contribute $100 million to $200 million to Poland, part of $1 billion in international support that was approved at the Paris summit of industrialized nations in July, but Daihatsu said that decision has not affected its talks.

Japanese Prime Minister Toshiki Kaifu may visit Eastern Europe next year, and that could generate some progress on the issue.

When earlier talks bogged down, Poland arranged a deal with Fiat, but that was canceled, and in late September, Poland asked Daihatsu to reopen talks.

Eastern Europe, with its potential for exporting to Western Europe, has captured the attention of small companies like Suzuki, Daihatsu and Isuzu, which failed to set up a joint venture in Czechoslovakia.

Although interested, they remain cautious in their business dealings. Japanese auto exports to the region in 1988 totaled just 10,917 units. Most went to Poland by way of Finland.

But the small trade volume has not diminished the ardor of Eastern European suitors who would like to count on Japanese money.

Peter Medgyessy, deputy prime minister of Hungary, visited Japan last week, and five days after East Germany made the first break in the Berlin Wall, an East German delegation led by Gerhard Beil, minister of foreign trade, was in Japan for the biannual Japan-East Germany economic committee talks.

Although the talks are supposedly routine, a spokesman for the embassy suggested that, given the exciting developments in East Germany, there might be new proposals to promote trade this time.

LOANS

FROM PAGE 1

have equity, bankers say. That means a person will owe more than the car is worth (be "upside down") if he/she trades sooner.

To curb the upside-down trend, the Big 3 captive finance companies are confronting the banks' extended terms by providing lower interest rates on 24-, 36- and 48-month loans. Also, in the last year, General Motors Acceptance Corp. and Ford Motor Credit Co. have been heavily promoting lease programs of 48 months or less.

To stem the tide to longer terms, Ford Credit is siphoning more money into shorter-term programs and dealer training. Through May 1989, half of Ford Credit's leases were less than 48 months. Another 40 percent were 48-month leases, said Leo Larkin, marketing vice president for North American automotive financing operations.

"But they (the captives) are eating huge losses," warned Fritz Elmendorf, vice president of the Consumers Bankers Association in Arlington, Va. Bankers are not seeing the same levels of losses, he said, although it's causing them to pull in their rates.

Still, the auto finance market is so competitive, that some captive finance firms continue to provide longer terms. Chrysler Credit Corp. has offered routine 66-month financing since August 1988, in Florida and California, said J.E. Farrell, president of Chrysler Credit.

In trendsetting Florida, extended terms are the fastest way to grow, according to Joseph S. Martucci, vice president of retail financing for Citizens & Southern National Bank of Florida, Fort Lauderdale.

"Anyone who is aggressive in finance is offering longer terms," Martucci said. "The 66-month loan is more acceptable than leasing to most people."

William A. Rosevear, senior vice president of indirect lending for Chase of Florida in Tampa, said his bank first offered 66-month terms in 1987. A specialist in luxury car lending, Chase extends terms to 72 and 84 months based on a high balance and a loan amount over $15,000 for a dozen luxury cars.

Two years ago, Liberty National Bank in Louisville, Ky., began offering 72-month terms on amounts over $20,000. In the last few years, there has been more demand for luxury cars, said John H. Shipman, executive vice president.

Security Pacific Corp. in Woodland Hills, Calif., offered 84-month financing on BMWs and Porsches, but stopped in July, because cars depreciate too much in seven years. The bank offers 72-month terms on cars that retail for $20,000 or more, according to Barbara Cunlise, product manager for auto finance in Southern California.

Not all banks are handing out longer terms, said Donald W. Grigley, a senior executive vice president with Shawmut National Corp., a New England-based bank holding company.

Grigley said some banks are honing terms for two reasons: a softening in the used-car market and increasing delinquency and loan losses nationwide.

Although Shawmut still offers 66-month terms for luxury car loans in excess of $20,000, a 60-month limit is set on standard loans. Marine Midland Automotive Financial Corp. in Buffalo, N.Y., the largest bank financer of auto loans, won't go beyond 60-month loans but has had 66-month leases for luxury vehicles since June 1987, according to Robert I. Reich, president and chief executive officer.

"We've offered 66-month loans for four years," said James Link, administrative vice president of Key Bank in Albany, N.Y. Key Bank first offered 72-month luxury car financing on indirect loans less than a year ago.

Maryland National Bank in Baltimore, a top vehicle leasing bank, is offering an extended 64-month lease as a promotion on 1990 models until the end of the year.

Competition also prompted Indiana National Bank in Indianapolis to lengthen indirect auto loan terms to 66 months in 1988. But Craig Robinson, vice president and sales manager for installment lending, said he hopes it's not a long-term trend.

"Terms are getting longer," said Jack Blake, director of information at the Credit Union National Association in Madison, Wis. "The critical factor is keeping payments within a customer's budget." The first survey of new-car loans found the average credit union loan in 1988 was 52.9 months.

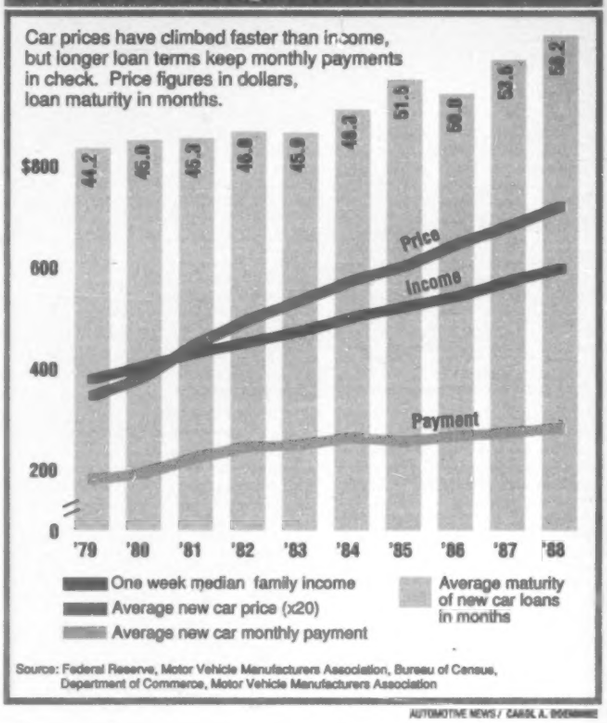
For luxury car buyers, longer-term loans and leases are more prevalent because of heftier prices, corporate tax benefits and residual values that are higher than on non-luxury vehicles.

"Though we have had leases up to 84 months available, since last year, a very small percentage of our customers use them," said Johan Bayer, marketing services manager at Volvo Finance of North America. In the Dallas area, 72-month leases have been attractive this year. Leasing is up 43 percent over 1988 because of special incentives, he said.

Honda has been experimenting with special financing. Earlier this year, Honda's upscale Acura Division tried a national 90-day test leasing program with Chase Manhattan Bank that featured a 66-month lease on a Legend to reduce the monthly payment.

The extended terms helped Saab-Scania Financial write 12 percent more loans over 60 months, according to Robert Kosky, national fleet and leasing manager. Leases over 60 months are up 9 percent from last year, while shorter-term financing has declined slightly, Kosky said.

Effects of longer loans



Source: Federal Reserve, Motor Vehicle Manufacturers Association, Bureau of Census, Department of Commerce, Motor Vehicle Manufacturers Association

AUTOMOTIVE NEWS / CAROL A. BOEHMER

SALES

FROM PAGE 1

according to a Commerce Department formula.

U.S.-built car and truck sales plummeted 20.22 percent below the year-ago period in early November.

Dealers said that traffic has declined dramatically and there is no sense of urgency to buy a car or truck.

Auto production reflects that. Currently, fourth-quarter U.S. auto production schedules are nearly 13 percent below those of 1988. So far this quarter, nine car assembly plants have been idled — some more than once — due to sluggish sales and bloated inventories. Seven were GM plants. Also, nine truck assembly plants have been shut down. Four were GM plants.

In the first 10 days of November, the annual selling rate for domestic cars averaged a grim 5.6 million units, according to a U.S. Commerce Department formula.

In early November, 235,750 cars and light trucks were sold, down 59,747 units from last year's 295,497 units.

Each of the Big 3 reported losses. GM's combined car and light-truck sales slumped 26.27 percent. Ford Motor Co. delivered 19.94 percent fewer vehicles, and Chrysler Motors' domestic car and truck sales dropped 16.56 percent from last year's period.

Two of the transplants reported car sales gains and two had losses. Toyota sold four times as many U.S.-built cars as in the year ago period, when the Georgetown, Ky., plant had just come on line.

Nissan again reported a 22.17 percent improvement in sales of U.S.-built Sentras.

Domestic Accord sales declined dramatically for Honda in early November due to a shortage of 1990 model Accords and increased competition. The Japanese carmaker sold 30.54 percent fewer U.S.-built Accords and Civics in the period.

DOMESTIC SALES

CARS

	Nov. 1-10, 1989	Nov. 1-10, 1988
Eagle	991	1,396
Chrysler	3,593	5,840
Dodge	9,434	12,119
Plymouth	6,748	7,457
Chrysler Motors	20,766	26,812
Ford	29,094	40,135
Mercury	8,481	11,163
Lincoln	6,233	5,977
Ford Motor Co.	43,808	57,275
Buick	10,572	14,695
Cadillac	6,560	6,637
Chevrolet	22,395	33,254
Oldsmobile	10,678	16,010
Pontiac	12,344	17,642
General Motors	62,549	88,238
Honda	7,431	10,699
Mazda	530	801
Mitsubishi	982	—
Nissan	1,802	1,475
Toyota	5,599	1,421
U.S. Car Total	**143,457**	**186,521**

TRUCKS

	Nov. 1-10, 1989	Nov. 1-10, 1988
Chrysler	94	0
Dodge	12,548	12,405
Jeep	5,189	7,246
Plymouth	3,907	4,475
Chrysler Motors	21,738	24,126
Ford Motor Co.	31,237	36,456
Chevrolet	28,895	37,203
GMC	7,301	9,231
Oldsmobile	198	0
Pontiac	354	0
General Motors	36,748	46,434
Nissan	2,560	1,960
U.S. Truck Total	**92,283**	**106,976**
U.S. Car-Truck Total	**235,740**	**295,497**

INCENTIVE WATCH

CUSTOMER INCENTIVES

	Rebates	Finance Rates (Pct.) — Months — 24	36	48	60	Expiration Date
Chrysler Motors (1988-89 models)						
Chrysler	$500-$1,000	6.9	7.9	9.9	9.9	None
Dodge cars	$500-$1,000	6.9	7.9	9.9	9.9	None
Dodge trucks	$500-$2,500	6.9	7.9	9.9	9.9	None
Eagle	$750-$1,200	6.9	7.9	9.9	9.9	None
Jeep	$500-$1,000	6.9	7.9	9.9	9.9	None
Plymouth	$500-$750	6.9	7.9	9.9	9.9	None
Chrysler Motors (1990 models)						
Chrysler	**$500-$1,000**	**6.9**	**7.9**	**9.9**	**9.9**	**None**
Dodge cars	**$300-$1,000**	**6.9**	**7.9**	**9.9**	**9.9**	**None**
Dodge trucks	**$500-$2,000**	**6.9**	**7.9**	**9.9**	**9.9**	**None**
Eagle	**$500-$1,000**	**6.9**	**7.9**	**9.9**	**9.9**	**None**
Jeep	**$500-$1,000**	**6.9**	**7.9**	**9.9**	**9.9**	**None**
Plymouth	**$300-$750**	**6.9**	**7.9**	**9.9**	**9.9**	**None**
Ford Motor Co. (1989 models)						
Ford cars	$500-$1,000	6.9	8.9	9.9	10.9	None
Ford trucks*	$500-$1,250	6.9	8.9	9.9	10.9	None
Lincoln	$1,000-$1,500					None
Mercury	$600-$1,500	6.9	8.9	9.9	10.9	None
Merkur	$3,000-$4,000					None
*-Ford truck finance incentive applies only to Ranger, Bronco and Bronco II.						
Ford Motor Co. (1990 models)						
Ford cars	**$500-$1,000**	**6.9**	**8.9**	**9.9**	**10.9**	**None**
Ranger, Bronco, Bronco II, Econoline	**$500-$1,250**	**6.9**	**8.9**	**9.9**	**10.9**	**None**
Mercury Topaz, Cougar, Sable	**$600**	**6.9**	**8.9**	**9.9**	**10.9**	**None**
**-Ford truck finance incentive applies only to Ranger, Bronco and Bronco II.						
General Motors (1989 models)						
Chevrolet cars	$400-$1,000	6.9	8.9	9.9	10.9	None
Chevrolet trucks	$500-$1,250	6.9	8.9	9.9	10.9	None
GMC	$500-$1,250	6.9	8.9	9.9	10.9	None
Oldsmobile	$200-$2,500*	6.9	8.9	9.9	10.9	None
Pontiac	$600-$1,000	6.9	8.9	9.9	10.9	None
*-Based on option package selected						
General Motors (1990 models)						
Buick	**$200-$1,000***	**6.9**	**8.9**	**9.9**	**10.9**	**None**
Chevrolet cars	**$750-$800 on Corsica, Beretta, Lumina, Prizm****	**6.9**	**8.9**	**9.9**	**10.9**	**None**
Chevrolet trucks	**$1,000-$1,250 on S-10 pickup, Blazer**	**6.9**	**8.9**	**9.9**	**10.9**	**None**
GMC	**$1,000-$1,250 on S-15 pickup, Blazer; $750 on full-sized Jimmy and Suburban**	**6.9**	**8.9**	**9.9**	**10.9**	**Jan. 4**
Oldsmobile	**$200-$1,000***	**6.9**	**8.9**	**9.9**	**10.9**	**None**
Pontiac	**$600-$1,000**	**6.9**	**8.9**	**9.9**	**10.9**	**None**
**-Based on option package selected						
**-$1,400 on Prizm for import owners						
Audi 80 and 100 (1990 models)			5.9	6.9	7.9	Nov. 30
Hyundai Excel (1988-89 models)	$500-$1,000					Jan. 3
Nissan Stanza (1989)	$1,500-$2,000			7.9	9.9	Dec. 4
Sterling (1989)	$3,500-$5,000					Dec. 31
Subaru Justy ('89)	$500-$1,000*					Jan. 3
*-Rebates go to the customer in some regions and to the dealer in other regions.						
Volkswagen (1989 models)	$500-$4,000	2.9	6.9	7.9	9.9	Nov. 30

Mexico to supply truck engine for Smyrna

By Lindsay Chappell
AUTOMOTIVE NEWS STAFF REPORTER

SMYRNA, Tenn. — Nissan Motor Manufacturing Corp. U.S.A. will begin importing Mexican-made engines in February for the light pickup trucks it builds at its plant here.

Plans call for imports of 5,000 to 6,000 engines a month initially and 100,000 units annually in the early 1990s. The engines will come from Nissan's plant in Aguascalientes, Mexico, and will replace units currently imported from Japan.

The move will initially account for more than a fourth of the Mexican plant's annual capacity of 240,000 engines.

"Nissan certainly wants to try to utilize that plant capacity, since we have a large investment standing there in building and machinery," said Rick Sommer, vice president of manufacturing for Nissan Motor Manufacturing. "There are some real cost advantages to us working closely with Mexico, both in transportation savings and in putting that investment to greater use."

Engine production facilities mushroomed in Mexico in the early 1980s as carmakers added capacity to serve a booming, oil-rich Mexican car market. But when world oil prices collapsed, Mexican auto sales floundered and demand for engine production fell.

As of last year, Mexican engine plants controlled by Nissan, the Big 3, Volkswagen and Renault had a combined capacity of almost 2.5 million units annually, but estimated plant utilization was below 75 percent.

Last year, the Nissan Mexicana operation geared up to produce the new 2.4-liter KA-series engine for the Smyrna-built pickups, replacing Z-24 truck engines. The new KA engine, with three valves per cylinder instead of two, is also used in Nissan's Stanza and 240SX models.

For a short time last year, the Smyrna plant also used Mexican engines in its Sentra subcompact. But when the decision was made to redesign that engine for the 1990 model year, Nissan Mexicana opted to switch to the KA-model engine.

The move could provide the Mexican operations with a double payoff when, in 1992, Smyrna will begin producing the replacement for the Stanza. Company officials have declined to say what engine that new vehicle will use.

Sommer also said that the Tennessee plant has reached capacity production on its own new engine assembly line, which began in June. Smyrna is now producing 4-cylinder, 12-valve Sentra engines at the rate of 500 a day.

He added that the company is considering its next move on engine production at the facility, which could involve assembling additional engine models or adding component machining.

Toyota Motor Manufacturing USA will open a $300 million engine plant in Georgetown, Ky., next month. Honda of America manufactures engines in Marysville, Ohio. Mitsubishi and Chrysler have acknowledged their interest in building an engine plant to serve Diamond-Star Motors in Normal, Ill. And Fuji Heavy Industries is studying the feasibility of an engine plant to serve Subaru-Isuzu Automotive in Lafayette, Ind.

"We're aware of what everybody else is doing, but it doesn't make sense for us to invest in an expanded engine plant right now," Sommer said. "We have a lot going on here now with our expansion."

Nissan announced earlier this year that it will spend $450 million to add a third vehicle at Smyrna, boosting plant capacity from 220,000 to 440,000 cars and pickups a year by 1992.

INCENTIVE WATCH

DEALER INCENTIVES

	Rebate	Expiration Date
Ford Motor Co. (1989 models)		
Ford Festiva	$200-$400, quota	Dec. 31
Escort, Tempo, Taurus Thunderbird	$200-$500, quota	Jan. 9
Taurus SHO	$1,000	Jan. 9
Ford Ranger	$250-$750, quota	Nov. 27
Bronco II	$250	Nov. 27
Aerostar, F Series	$200-$500	Jan. 9
Ford Motor Co. (1990 models)		
Ford Festiva	**$200-$400, quota**	**Dec. 31**
Escort, Tempo, Taurus, Thunderbird	**$200-$500, quota**	**Jan. 9**
Taurus SHO	**$1,000**	**Jan. 9**
Ford Ranger, Bronco II	**$250**	**Nov. 27**
Aerostar, F Series	**$200-$500, quota**	**Jan. 9**
General Motors (1990 models)		
Buick	**$1,000-$2,000 on Reatta, Riviera, Park Avenue Ultra**	**Nov. 30**
General Motors (1989-90 models)		
All Buick	**$200-$500, quota**	**Jan. 4**
Chevrolet Cars	**$200-$500, quota**	**Jan. 4**
Chevrolet Trucks*	**$200-$500, quota**	**Jan. 4**
GMC*	**$200-$500, quota**	**Jan. 4**
Oldsmobile	**$200-$500, quota**	**Jan. 4**
Pontiac	**$200-$500, quota**	**Jan. 4**
*Excluding S-10 pickup and Blazer and S-15 pickup and Jimmy		
Audi (1989 models)	$2,000-$3,500	Nov. 30
Hyundai (1989-90 models)	$300-$1,500	Jan. 3
Isuzu (1989 models)	$1,500, quota	Dec. 31
Mitsubishi (1989 models)		
Precis, Mirage, Galant	$750-$1,250, quota	Nov. 30
Precis, (California, Hawaii)	$750-$1,500, quota	Nov. 30
Pickup, Montero*	$750-$1,250, quota	Nov. 30
*-Pickup, Montero rebates are $400-$800 for limited-product dealers.		
Mitsubishi (1990 models)		
Mirage, Galant	**$750-$1,250, quota**	**Nov. 30**
Pickup, Montero*	**$750-$1,250, quota**	**Nov. 30**
*-Pickup, Montero rebates are $400-$800 for limited-product dealers.		
Nissan (1989 models)		
Axxess, trucks	$200-$2,000	Dec. 4
Peugeot (1989 models)	$1,000	Dec. 31
Subaru XT (1989 model)	$1,000-$3,000*	Jan. 3
*-Rebates go to the customer in some regions and to the dealer in other regions.		
Nissan (1989 models)		
Axxess, trucks	$200-$2,000	Dec. 4
Peugeot (1989 models)	$1,000	Dec. 31
Subaru XT (1989 model)	$1,000-$3,000*	Jan. 3
*-Rebates go to the customer in some regions and to the dealer in other regions.		
Toyota Tercel, Celica (1989 models)	$300-$500	Dec. 4
Corolla, Camry (1989 models)	$500-$800, quota	Jan. 3
Corolla, Camry (1990 models)	**$100-$400, quota**	**Jan. 3**

OBITUARIES

Raymond M. McCarthy

BLOOMFIELD HILLS, Mich. — Raymond M. McCarthy, 62, president of General Motors Acceptance Corp., died here Nov. 13. He worked for GMAC for 40 years and was named president in 1985.

Glenn E. Tarr

PONTIAC, Mich. — Glenn E. Tarr, 53, Chevrolet assistant manager of marketing information and research, and his wife, Wanda, were abducted and murdered Nov. 9. Their bodies were found in a Pontiac park. Mr. Tarr had been with Chevrolet's marketing organization since 1964.

Yoshiaki Saegusa

WASHINGTON — Yoshiaki Saegusa, 50, a former vice president of Nissan Motor Corp. in U.S.A. and director of the company's office here from 1984 to 1988, died in Tokyo Oct. 31. He was secretary-treasurer and a director of the Automobile Importers of America. He returned to Japan in 1988 as a general manager in Nissan Motor Corp.'s corporate planning office.

PRODUCTION

Truck output falls below 1988 total

By Kathy Boyer
AUTOMOTIVE NEWS STAFF REPORTER

Year-to-date truck output slipped below 1988's total last week for the first time since early January.

Plant closings due to slow sales have caused this year's truck build to fall 0.03 percent behind last year's. The 1989 total is 3,702,619.

With two plants and one line idle, scheduled truck assembly dipped to 76,949 last week. The total was 3.24 percent below the prior week and 17.07 percent below the year-ago week.

Despite two idle plants and the closing of one car line, last week's scheduled domestic auto output increased over the previous week's build.

Automakers targeted 136,606 cars, 1.58 percent more than the prior week but 16.32 percent below the year-ago week.

Slow sales continue to hold down weekly auto production.

Estimated output last week was shared as follows:

General Motors, 43.27 percent; Ford Motor Co., 24.51 percent; Chrysler Motors, 12.74 percent; Honda of America Manufacturing, 5.42 percent; Mazda Motor Manufacturing (U.S.A.) Corp., 3.28 percent; Toyota Motor Manufacturing U.S.A., 3.02 percent; Diamond-Star Motors, 2.84 percent; New United Motor Manufacturing Inc., 2.78 percent; Nissan Motor Manufacturing Corp. U.S.A., 1.74 percent; and Subaru-Isuzu Automotive, 0.40 percent.

GM's Flint, Mich., and Pontiac, Mich., truck plants along with its Reatta Craft Centre in Lansing, Mich., were closed last week due to high inventory. The plants are expected to reopen today.

The company's Wentzville, Mo., and Doraville, Ga., car plants are down this week; they are slated to reopen Nov. 27.

GM extended downtime for its Grand Am line at the Lansing, Mich., plant. The line is expected to resume operations today.

Chrysler's St. Louis car plant and the Grand Wagoneer line at its Toledo, Ohio, plant were at a standstill last week due to poor sales.

Both are expected to resume output today.

Trucks up; cars dip in Canada

Canadian auto production was targeted at 21,746, last week, 17.78 percent below the prior week but 22.60 percent more than the year-ago week.

So far this year, 891,660 cars have been built, 4.96 percent below last year's assembly at this point.

Truckmakers scheduled output of 19,220 units last week, 20.59 percent above the prior week but 12.03 percent below the year-ago week.

Year-to-date, 844,396 trucks have been built, 1.74 percent more than last year's output at this time.

Chrysler Motors closed its Bramalea, Ontario, plant last week because of sluggish sales.

U.S. CAR	Week Ended Nov. 18, 1989	Week Ended Nov. 19, 1988	Week Ended Nov. 11, 1989	Nov. to Date	Jan. 1 to Nov. 18, 1989	Jan. 1 to Nov. 19, 1988
Horizon	1,100	1,717	1,169	2,944	30,765	72,693
Sundance	2,000	2,501	1,999	5,197	91,819	92,877
Reliant	0	2,051	0	0	0	81,889
Acclaim	3,000	878	3,177	8,200	115,646	2,691
Caravelle	0	0	0	0	0	9,265
Gran Fury	0	511	0	0	0	19,088
Total Plymouth	6,100	7,658	6,345	16,341	238,230	278,503
LeBaron K	0	0	0	0	0	7,912
LeBaron J	0	2,915	0	0	85,779	76,733
LeBaron GTS	0	205	0	0	2,946	8,335
N. Yorker C-Class	900	2,289	1,164	2,565	71,002	94,717
Fifth Avenue	800	842	1,188	2,488	23,404	29,668
Imperial	600	0	629	1,504	3,190	0
Total Chrysler	2,300	6,251	2,981	6,557	186,321	217,365
Omni	1,200	1,637	1,216	3,165	32,840	71,475
Daytona	0	1,941	0	0	66,925	70,023
Shadow	2,600	2,441	2,621	6,674	91,884	91,437
Aries	0	2,617	0	0	0	81,415
Dodge 600	0	0	0	0	0	8,549
Dynasty	3,000	3,126	3,618	8,258	119,361	99,367
Lancer	0	241	0	0	1,528	8,292
Spirit	2,200	901	2,383	5,896	99,148	2,402
Diplomat	0	316	0	0	0	17,636
Total Dodge	9,000	13,220	9,838	23,994	411,686	450,596
CHRYSLER MOTORS	17,400	27,129	19,164	46,891	836,237	946,464
Escort	8,435	10,029	9,863	24,278	319,314	321,216
Mustang	0	3,799	0	2,228	171,986	180,748
Tempo	3,266	3,570	3,058	7,765	133,587	165,318
Taurus	8,084	8,684	7,341	20,297	324,430	355,539
Thunderbird	3,058	2,130	2,609	7,137	128,222	98,526
Total Ford Div.	22,843	28,212	22,871	61,705	1,077,539	1,171,347
Topaz	1,226	1,380	1,032	2,677	60,460	63,451
Cougar	2,232	1,601	2,604	6,304	109,807	77,262
Sable	2,285	2,669	2,840	6,933	108,076	121,007
Total Mercury	5,743	5,650	6,476	15,915	278,343	261,720
Continental	1,466	1,569	1,685	4,031	58,464	47,643
Mark VII	494	762	546	1,330	18,957	24,889
Town Car	2,940	2,336	3,355	8,060	112,015	111,579
Total Lincoln	4,900	4,667	5,586	13,422	189,436	184,111
Total L-M Div.	10,643	10,317	12,062	29,337	467,779	445,831
FORD MOTOR CO.	33,486	38,529	34,933	91,042	1,545,318	1,617,178
Skyhawk	0	933	0	0	6,913	24,359
Skylark/Somerset	1,920	1,786	1,935	5,032	59,475	47,265
Century	1,985	3,792	2,361	5,764	113,655	126,959
Riviera	608	614	588	1,548	18,311	10,432
Electra	1,585	2,470	1,562	4,327	71,846	80,143
LeSabre (fwd)	3,570	2,655	3,519	9,203	138,998	120,995
LeSabre (rwd)	188	226	258	603	6,981	8,923
Reatta	0	0	207	331	5,631	8,722
Total Buick	9,856	12,476	10,430	26,809	421,810	427,798
Cimarron	0	0	0	0	0	3,693
Eldorado	675	707	660	1,723	26,833	31,816
Seville	601	542	699	1,734	20,569	20,812
Brougham (rwd)	1,338	905	609	1,947	49,159	31,785
DeVille (fwd)	3,680	4,703	3,678	9,541	165,092	142,550
Allante	75	75	75	195	2,842	1,894
Total Cadillac	6,369	6,932	5,721	15,140	264,495	232,550
Cavalier	6,706	7,033	7,810	19,465	325,635	321,215
Camaro	1,985	2,653	1,812	5,016	91,031	88,361
Celebrity	0	4,809	0	0	70,720	169,296
Corsica/Beretta	8,960	11,154	4,320	18,459	329,339	390,730
Caprice	2,608	4,021	1,930	5,298	150,676	187,025
Corvette	560	540	562	1,423	22,634	20,651
Total Chevrolet	20,819	30,210	16,434	49,660	990,035	1,177,278
Calais	1,680	3,027	1,694	4,409	80,203	104,890
Firenza	0	0	0	0	0	5,230
Cutlass Ciera	2,998	1,673	1,909	6,054	78,446	30,768
Cutlass Supreme	0	3,552	3,991	6,439	103,550	130,311
Toronado	302	298	302	779	8,547	13,788
88 (fwd)	3,501	3,150	3,501	9,372	130,294	141,394
88 (rwd)	215	147	120	335	6,996	10,032
98	1,520	1,745	1,525	3,952	65,048	66,554
Total Oldsmobile	10,216	13,592	13,042	31,341	473,084	502,967
Sunbird	3,554	2,994	4,599	10,617	135,752	99,453
Grand Am	0	4,821	0	2,928	204,775	217,573
Firebird	1,265	1,686	1,388	3,357	52,088	59,245
Grand Prix	3,775	4,000	0	3,775	114,830	130,227
Pontiac 6000	1,503	2,177	1,515	3,923	71,510	83,446
Bonneville	1,744	2,693	1,764	4,784	84,447	106,668
Safari/Parisienne	0	89	0	0	2,691	6,841
Fiero	0	0	0	0	0	13,297
Total Pontiac	11,841	18,460	9,266	29,384	666,093	718,750
GENERAL MOTORS	59,101	81,670	54,893	152,333	2,815,517	3,059,343
DIAMOND-STAR	3,879	0	2,917	8,867	78,272	0
HONDA	7,410	7,514	7,181	19,080	328,095	331,373
Civic	2,150	2,497	2,357	6,388	121,132	98,619
Accord	5,260	5,017	4,824	12,692	206,963	232,754
MAZDA†	4,485	5,714	4,486	11,661	184,719	140,484
NISSAN	2,380	2,118	2,514	6,128	105,055	100,008
NUMMI	3,800	571	3,703	9,787	176,640	117,847
Corolla	1,700	461	1,751	4,503	72,497	47,177
Geo Prizm/Nova	2,100	110	1,952	5,284	104,143	70,667
SUBARU-ISUZU*	540	0	542	1,406	3,822	0
TOYOTA	4,125	0	4,145	10,675	131,959	0
VOLKSWAGEN	0	0	0	0	0	35,997
Golf/GTI	0	0	0	0	0	30,444
Jetta	0	0	0	0	0	5,553
Total Cars, U.S.	136,606	163,245	134,478	357,871	5,205,634	6,348,694
Total Cars, Canada	21,746	17,737	26,447	63,945	891,660	938,190
U.S., Canada Cars	158,352	180,982	160,925	421,816	7,097,294	7,286,884
U.S., Canada Cars and Trucks	254,521	295,614	256,388	467,069	11,644,309	11,820,604

Monthly estimates may contain error of one or two units due to rounding.
†—Total includes MX-6, 626, and Ford Probe

CANADIAN CAR	Week Ended Nov. 18, 1989	Week Ended Nov. 19, 1988	Week Ended Nov. 11, 1989	Nov. to Date	Jan. 1 to Nov. 18, 1989	Jan. 1 to Nov. 19, 1988
Premier	0	1,280	1,275	2,050	30,848	53,963
CHRYSLER MOTORS	0	1,280	1,275	2,050	30,848	53,963
Tempo	2,247	3,234	3,205	6,255	115,952	153,665
Topaz	964	1,373	1,351	4,203	51,923	61,175
Crown Victoria	2,118	2,869	2,967	6,711	105,850	115,369
Grand Marquis	2,139	2,870	2,744	6,687	114,116	117,135
FORD MOTOR CO.	7,468	10,646	10,267	23,856	387,841	447,344
Celebrity	1,118	416	1,102	2,872	22,765	18,812
Cutlass Ciera	2,200	3,760	2,136	5,556	108,823	201,034
Lumina	6,000	0	6,940	16,844	159,822	0
Pontiac 6000	0	0	0	0	0	29,690
Regal	1,600	0	1,551	4,337	70,205	139,603
GENERAL MOTORS	10,918	4,176	11,729	29,608	361,615	389,139
HONDA	2,310	1,455	2,117	5,704	75,970	42,082
HYUNDAI*	300	0	300	780	12,980	0
TOYOTA	570	0	579	1,479	15,172	0
VOLVO	180	180	180	468	7,234	5,662
Total Cars, Canada	21,746	17,737	26,447	63,945	891,660	938,190

U.S. TRUCK	Week Ended Nov. 18, 1989	Week Ended Nov. 19, 1988	Week Ended Nov. 11, 1989	Nov. to Date	Jan. 1 to Nov. 18, 1989	Jan. 1 to Nov. 19, 1988
Caravan	2,500	2,474	2,556	6,355	96,438	82,438
Dakota	2,400	2,413	2,374	5,925	84,313	97,166
Caravan C/V	100	218	101	253	5,955	11,051
Ram pickups	2,000	2,423	1,945	4,907	82,640	75,674
Total Dodge	7,000	7,528	6,976	17,439	269,346	266,329
Cherokee	4,200	4,598	4,164	10,867	191,626	167,230
Comanche	300	862	364	869	24,092	39,926
Grand Wagoneer	0	350	325	325	8,777	12,599
Wagoneer	150	212	147	412	7,162	9,768
Total Jeep	4,650	6,022	5,000	12,472	231,657	229,523
Voyager	2,300	2,261	2,350	5,852	90,132	76,594
Town & Country	25	0	33	76	3,090	0
Total C-P Div.	2,325	2,261	2,383	5,928	93,222	76,594
CHRYSLER MOTORS	13,975	15,811	14,359	35,839	594,225	568,900
Aerostar	4,360	4,366	3,218	10,495	198,789	185,046
Bronco	1,405	1,745	1,212	3,306	64,232	50,848
Bronco II	2,865	2,865	2,742	7,157	106,490	108,631
Econoline	2,087	5,649	2,044	6,382	193,028	217,746
Mediums/Heavies	0	1,307	1,293	2,078	51,163	58,725
Light trucks	9,393	11,071	9,786	25,753	468,114	442,026
Ranger	5,649	7,128	6,101	15,491	280,163	290,744
Total Ford Div.	25,759	34,131	26,396	70,663	1,359,979	1,353,766
FORD MOTOR CO.	25,759	34,131	26,396	70,663	1,359,979	1,353,766
Astro	2,834	3,248	2,992	7,743	145,250	158,998
Blazer	0	507	530	717	23,471	23,702
Lumina APV*	1,197	0	1,194	3,105	13,697	0
Mediums/Heavies	329	507	375	882	6,950	17,998
P-Model	761	0	827	1,588	26,784	36,773
Pickups	7,507	8,903	6,622	18,633	358,790	328,670
S-10	5,152	7,138	1,631	10,115	214,709	274,039
S-10 Blazer	1,445	4,177	3,357	6,663	156,326	153,763
Sportsvan/Van	1,770	1,802	1,787	4,630	85,904	86,209
Suburban	0	1,443	896	986	63,708	63,364
Total Chevrolet	20,995	27,725	20,211	55,061	1,085,473	1,143,516
Jimmy	0	151	178	416	7,456	6,924
Mediums/Heavies	581	473	492	1,402	12,061	32,246
P-Model	119	0	46	165	3,566	4,679
Pickups	2,093	2,395	3,305	6,884	109,990	101,148
S-15	1,643	1,668	690	3,059	52,726	62,719
S-15 Jimmy	475	1,315	1,068	2,370	45,420	43,231
Safari	1,226	890	1,216	3,005	39,914	40,601
Suburban	0	532	1,226	2,405	29,003	28,148
Vandura/Rally Vans	688	578	691	1,783	26,855	30,613
Total GMC	6,825	8,002	8,912	21,489	326,991	350,309
Olds Silhouette*	312	0	310	802	2,627	0
Pontiac Trans Sport*	540	0	539	1,397	4,977	0
GENERAL MOTORS	28,672	35,727	29,972	78,749	1,414,995	1,493,825
NAVISTAR	1,493	1,875	1,509	3,002	70,187	77,486
NISSAN	3,060	2,490	3,299	7,993	109,473	83,809
SUBARU-ISUZU*	540	0	540	1,404	3,820	0
AM GENERAL*	450	450	450	1,170	20,340	20,610
MISCELLANEOUS*	3,000	2,300	3,000	7,800	129,600	105,340
Total Trucks, U.S.	76,949	92,784	79,525	206,620	3,702,619	3,703,736

CANADIAN TRUCK	Week Ended Nov. 18, 1989	Week Ended Nov. 19, 1988	Week Ended Nov. 11, 1989	Nov. to Date	Jan. 1 to Nov. 18, 1989	Jan. 1 to Nov. 19, 1988
Caravan	3,395	3,347	2,274	7,818	130,433	126,719
Caravan C/V	100	199	72	235	9,006	10,873
Ram Wagon	491	661	406	897	22,560	23,752
Ram Van	1,609	1,762	902	2,511	63,572	64,862
Total Dodge	5,595	5,969	3,654	11,461	225,571	226,206
Voyager	2,521	2,621	1,748	5,852	111,527	113,583
Total Plymouth	2,521	2,621	1,748	5,852	111,527	113,583
Wrangler	1,460	1,272	0	1,460	64,973	46,215
Total Jeep	1,460	1,272	0	1,460	64,973	46,215
CHRYSLER MOTORS	9,576	9,862	5,402	18,772	402,071	386,004
FORD MTR. (lt. trks.)	2,614	3,660	3,512	8,230	145,114	145,234
Light trucks	3,525	4,156	4,218	9,945	145,810	139,072
Vans	1,460	1,671	1,511	3,942	54,210	53,927
Total Chevrolet	4,985	5,827	5,729	13,887	200,020	192,999
Light trucks	1,355	1,620	595	2,733	63,252	68,571
Vans	490	608	497	1,226	24,183	26,703
Total GMC	1,845	2,228	1,092	3,961	87,435	95,274
GENERAL MOTORS	6,830	8,055	6,821	17,848	287,455	288,273
NAVISTAR	200	271	203	403	9,756	10,473
Total Trks., Canada	19,220	21,848	15,938	45,253	844,396	829,984
U.S., Canada Trks.	96,169	114,632	95,463	251,873	4,547,015	4,533,720

*—Estimated
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.